

Message Text

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ACTION EB-08

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TAGS: EAID
SUBJECT: AIR TRANSPORTATION STUDY

REF: SILVA - MACK TELCON AUGUST 23, 1977

REGIONAL SECRETARY FOR TRANSPORTATION AND TOURISM JOSE
PACHECO DE ALMEIDA MADE FOLLOWING POINTS TO CONOFFS WITH RESPECT
TO THE AIR TRANSPORTATION STUDY.

1. THE REGIONAL GOVERNMENT FEELS THAT BLATT'S SCOPE OF WORK IS FAR
SUPERIOR TO A PROPOSAL ON THE SAME SUBJECT PREPARED BY THE
MINISTRY OF TRANSPORTATION FOR THE CENTRAL GOVERNMENT AND SUB-
MITTED TO THE REGIONAL GOVERNMENT ABOUT TWO WEEKS AGO. THE
REGIONAL GOVERNMENT IS ALSO DISSATISFIED WITH THE CENTRAL
GOVERNMENT'S PROPOSAL TO RESTRICT BIDDING FOR AIR TRANSPORTATION
STUDY CONTRACT TO A LIMITED NUMBER OF FIRMS, ONLY ABOUT THREE OF
WHICH ARE AMERICAN.
2. THE REGIONAL GOVERNMENT WILL MAKE A COUNTER PROPOSAL TO
CENTRAL GOVERNMENT ACCORDING TO WHICH A) BLATT'S SCOPE OF WORK AND
NOT LISBON'S PROPOSAL, WOULD SERVE AS THE BASIS FOR THE STUDY AND
THAT B) BIDDING BE OPENED TO ALL FIRMS WHICH MIGHT WISH TO
APPLY. IN THIS CASE, THE FORTY OR SO U.S. FIRMS WHO HAVE ALREADY

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- EXPRESSED INTEREST IN BIDDING WOULD STILL HAVE A SHOT AT THE
CONTRACT. AS A FALL BACK POSITION, THE REGIONAL GOVERNMENT WOULD
ACQUIESCE TO THE CENTRAL GOVERNMENT'S PLAN TO RESTRICT BIDDING FOR
THE STUDY TO A RELATIVELY SMALL NUMBER OF FIRMS, BUT, NEVERTHELESS,
WOULD INSIST THAT BLATT'S SCOPE OF WORK STILL BE THE BASIS FOR
THE STUDY.
3. IF THE CENTRAL GOVERNMENT REFUSES EITHER OF THESE COMPROMISE

PROPOSALS, THE REGIONAL GOVERNMENT WILL FINANCE THE STUDY ITSELF ON THE BASIS OF BLATT'S SCOPE OF WORK. IN THIS CASE, BIDDING FOR THE CONTRACT TO CONDUCT THE STUDY WOULD BE OPEN TO ALL FIRMS.

4. HOWEVER, PACHECO DE ALMEIDA EXPRESSED OPTIMISM THAT SOME ACCEPTABLE COMPROMISE SOLUTION COULD BE WORKED OUT BY WHICH THE CENTRAL GOVERNMENT WOULD CONTINUE TO FINANCE THE STUDY. HE NOTED, FOR EXAMPLE, THE MINISTER OF THE REPUBLIC GALVAO DE FIGUEIREDO HAD INFORMED REGIONAL GOVERNMENT PRESIDENT MOTA AMARAL THAT THE CENTRAL GOVERNMENT MIGHT ACCEPT BLATT'S SCOPE OF WORK AS THE BASIS FOR THE STUDY.

5. PACHECO DE ALMEIDA STATED THAT IN ALL THREE EVENTUALITIES THE REGIONAL GOVERNMENT WANTS BLATT TO ADVISE IT ON WHICH FIRM SHOULD WIN THE CONTRACT FOR THE STUDY. IN THAT REGARD HE RECALLED THAT BLATT'S CONTRACT CALLED FOR ONE MORE TRIP TO THE AZORES.
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